From: Daniel Rios
To: PD Detective Bureau
Subject: Fwd: Santa Maria Check-In
Date: Tuesday, November 21, 2023 12:19:05 PM

Hey gang,

Please provide any success stories, small or large related to flock LPR's.

Thanks!!!!

Danny

Daniel Rios, Lieutenant
Detective Bureau | Santa Maria Police Department | (805) 928-3781 x1307 | drios@cityofsantamaria.org

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From: Daniel Cohen <dcohen@cityofsantamaria.org>
Sent: Tuesday, November 21, 2023 10:31:11 AM
To: Daniel Rios <drios@cityofsantamaria.org>
Cc: Stephen Best <sbest@cityofsantamaria.org>; Trevor Hutton <thutton@cityofsantamaria.org>; Michael Balcorta <mbalcorta@cityofsantamaria.org>; Scott Casey <scasey@cityofsantamaria.org>
Subject: FW: Santa Maria Check-In

Lt. Rios –

Are they any good Flock success stories ya'll would be willing to share with Flock? I know we have tons, but your staff should be the most familiar with the good ones. Anything we can share without compromising cases or our techniques would be great.

Thank you,

Dan

Dan Cohen, Division Commander
Santa Maria Police Department
(805) 928-3781 X-1234

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Tuesday, November 21, 2023 9:45 AM
To: Stephen Best <sbest@cityofsantamaria.org>
Cc: Michael Balcorta <mbalcorta@cityofsantamaria.org>; Daniel Cohen <dcohen@cityofsantamaria.org>; Tyler Mitchell <tyler.mitchell@flocksafety.com>; Adam Snow <adam.snow@flocksafety.com>
Subject: Re: Santa Maria Check-In

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Corporal Best,

I completely understand - Flock's marketing team did want me to ask though. Thank you for the constant success stories - we appreciate it!

On Tue, Nov 21, 2023 at 6:20 AM Stephen Best <sbest@cityofsantamaria.org> wrote:

> I'm not much for interviews etc.
> Crime Analyst Jane Teh is the one who did the work on the Kia with the "Ford" plate cover….although that case never really panned out.
> For next month, I was going to mention Michael Balcorta's success with Flock capturing the photo of a shooting suspect who was a pedestrian at the time…and that case resolved well!
> He may want to give you an interview on that.
>
> Corporal Stephen L. Best
> Santa Maria Police Department
> 1111 W. Betteravia Rd., Santa Maria, CA 93455
> (805)928-3781 X2491
> FAX 805-349-9239
> sbest@ci.santa-maria.ca.us
> sbest@cityofsantamaria.org
>
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>
> **From:** Anton Benbalit <anton.benbalit@flocksafety.com>
> **Sent:** Monday, November 20, 2023 2:21 PM
> **To:** Michael Balcorta <mbalcorta@cityofsantamaria.org>; Daniel Cohen <dcohen@cityofsantamaria.org>; Stephen Best <sbest@cityofsantamaria.org>
> **Cc:** Tyler Mitchell <tyler.mitchell@flocksafety.com>; Adam Snow <adam.snow@flocksafety.com>
> **Subject:** Santa Maria Check-In
>
> *** EXTERNAL EMAIL: Please use caution when opening links or attachments.***
> Good afternoon all,
>
> I hope that everyone's day is going great. I'm reaching out today to follow up with a few things:
>
> - @Tyler Mitchell's team was expecting the testing equipment for the 240V plug in last week. There is a chance that they already have a device on-hand. He is OOO today, but should

have a more firm revisit date by the Thanksgiving holiday.

- Our marketing team was really impressed with your results and was hoping to schedule some time to go over them. Here is what they usually cover:
    - **1. Interview:** We'll schedule a 30-minute conversation at a time that's most convenient for you. During this discussion, we aim to gather insights, experiences, and outcomes related to your use of Flock Safety technology. *See attached for a list of questions I typically ask.*
    - **2. Drafting:** Once we've captured the essence of your story, our team will draft the case study, ensuring accuracy and preserving the integrity of your narrative.
    - **3. Review:** Before any distribution or publication, we'll share the draft with you. This gives you the opportunity to verify the content, make edits, or provide additional input to ensure the story aligns with your experiences and preferences.
- Corporal Best - please let me know if this is something you would be open to doing. You have sent over a ton of great results over the past year and I think your success could help out some more regional agencies get cameras. I've also included a copy of the Study Brief & Questionnaire that our marketing team does.

My apologies for the long email, but I did want to make sure to reach out to you with an update on the Condor. Please let me know about the Case Study when you get a minute. And have a Happy Thanksgiving!

Talk to you soon.
- Anton

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Antouan Benbalit
Territory Sales Manager

206.432.1524 flocksafety.com

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Anton Benbalit

Territory Sales Manager

206.432.1524 | anton.benbalit@flocksafety.com